

WEEKLY COMMUNICATIONS

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February 10-16 2025

MORNINGSTAR & SS&C BLACK DIAMOND MERGER

Like many advisors, we were informed today that Morningstar will be transitioning their Office product to Black Diamond. We've already had a brief discussion with Morningstar about service continuity.

Our staff will attend the [Morningstar's transition webinar](#) tomorrow and have a follow-up call with their team scheduled for next Tuesday to obtain additional information.

As we gather more details, we will share relevant updates with everyone.



MORNINGSTAR Merging Clients in Morningstar

Recently, Morningstar removed advisors' and assistants' ability to merge clients in Morningstar Office. This was done intentionally, since the billing settings we have for advisory accounts can get overwritten during the merge process.

If you need clients merged, please reach out to morningstar@harbourinv.com to have our team to do so.

NEW Cyber Resources

Due to evolving regulatory requirements at both state and federal levels, financial advisors may soon need to maintain a formalized Written Information Security Plan (WISP) as part of their compliance obligations. To address these requirements, we will require advisors to have a WISP on file by the end of the year.

As part of Harbour's continued efforts to prioritize tackling cybersecurity, we are excited to announce the release of a brand-new cybersecurity resource that is now available to our advisors. It is available on our website under Resource Library -> Training and Resources -> Best Practices.

The goal of this resource is to provide comprehensive guidance regarding cybersecurity and includes the following sections:

- Written Information Security Plan (WISP) Template
- Vendor Due Diligence Guidance (Including request letter template)
- Cybersecurity Best Practices
- Harbour Advisor Audit Cybersecurity Questions
- Recommended Cybersecurity Articles and Resources

In coordination with the release of this new resource, we will be covering each section in detail during our upcoming technology and compliance themed Tuesday Advisor calls. The next call is scheduled for Tues 2/25 and will be covering the WISP template in detail.



CYBERSECURITY INSURANCE

Affordable Branch-Level Coverage Available

Late last year, several advisors inquired about cybersecurity insurance. In response, I worked with our E&O carrier to secure branch-level group underwriting. The good news? We've found a provider willing to offer coverage at a significantly lower cost than expected.

Next week, Harbour will be sending out quotes for your branch's cybersecurity insurance—this is not junk mail. This coverage is optional, but if you have any questions, please don't hesitate to reach out to me.
— Aaron



Harbour Summer Internship Opportunity

The Harbour home office will once again be hiring two interns this summer. Resume and cover letters will be accepted through the end of February. If you know of a student interested in a summer internship position, please provide them with the attached details.

As part of our internship program, students gain valuable experience by working in a Harbour advisor's office for a day. If you are interested in showcasing your business operations with an intern for a day or two this summer, please e-mail homeoffice@harbourinv.com.



ATLAS ADDRESS UPDATES

When your client moves, you're able to update their address with Harbour in Atlas using either the NAF or Client Maintenance workflows.

Please note, updating your client's address in Atlas does not update their address with the companies your client is invested with.

You'll need to complete the necessary company paperwork in addition to updating our records within Atlas.



LOCAL IT VENDOR REFERRALS

Our Harbour website now has a page listing technology vendors that our branch offices have utilized and recommended based on their experiences. It serves as a shared resource to help advisors connect with potential service providers.



Please note that while these vendors have been used by our branches, Harbour does not specifically endorse or guarantee their services. We encourage you to conduct your own due diligence before engaging with any vendor.



AS TAX SEASON APPROACHES, INTEGRATE CLIENT 401(K)S INTO STRATEGY

With 401(k)s often constituting a significant portion of a client's net worth, they also present one of the most important pieces of the puzzle when it comes to tax-efficient planning.

As tax season looms, now is the time to speak to clients whose 401(k)s or other employer-sponsored retirement accounts have sat in a blind spot. Harbour's partnership with Pontera allows advisors to manage held away assets with the same discretion currently used to manage a client's brokerage account, IRA, or other taxable account.

To learn more about the Pontera platform and how your clients might benefit from this service, email engage@pontera.com.

Happy Birthday

February 10
Larry Smith - Baraboo, WI

February 14
Susan Olson - Sun Prairie, WI

February 15
Rodney Engh - Viroqua, WI
Nathan Baumann - Holland, MI

February 16
Becky Best - Battle Creek, MI

Happy Anniversary

February 10
Mark Santas - Beloit, WI
Bill Dijak - Saginaw, MI
Bryan Graczyk - Saginaw, MI

February 11
Greg Volitich - Carnegie, PA

February 12
Stuart Friberg - Menomonee Falls, WI
Roger Hellenbrand - Verona, WI

February 14
Daniel Osborn - Rockford, IL

February 16
Kerry Davis - Appleton, WI
Sandy Eichel - Madison, WI